

Message Text

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ACTION EUR-12

INFO OCT-01 ARA-06 ISO-00 AGR-05 SP-02 AID-05 EB-07 NSC-05

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FM AMEMBASSY OTTAWA

TO SECSTATE WASHDC 6097

INFO /AMEMBASSY CARACAS 82

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E.O. 11652: N/A

TAGS: ETRD EFIN CA VE EAIR

SUBJECT: CANADIAN TRADE MISSION TO VENEZUELA

REF: OTTAWA 1280 (NOTAL)

1. DEPARTMENT OF INDUSTRY TRADE AND COMMERCE (ITC) OFFICIALS INFORMED EMBASSY#S COMMERCIAL COUNSELOR APRIL 7 THAT OFFICIAL AND BUSINESS PARTICIPANTS IN GILLESPIE-LED MARCH 23-27 TRADE MISSION TO VENEZUELA (FOLLOWING MARCH 19-23 VISIT IN CUBA) WERE QUITE PLEASED WITH OUTCOME OF MISSION, CANADIAN PRESS, CITING GILLESPIE AS SOURCE, REPORTED EXPORT CONTRACTS SIGNED IN VENEZUELA TOTALLING APPROXIMATELY \$25 MILLION AND COVERING, I.A., TRACTORS, FERTILIZERS AND LIVESTOCK PRODUCTS. GILLESPIE TOLD REPORTERS IN CARACAS THAT HIS GROUP IDENTIFIED ABOUT \$200 MILLION WORTH OF BUSINESS IN VENEZUELA.

2. ITC OFFICIALS TOLD EMBOFF THAT, CONTRARY TO CANADIAN EXPECTATIONS BEFORE THE VISIT, THE BILATERAL AIR AGREEMENT WITH VENEZUELA, UNDER WHICH AIR CANADA
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AND VIASA WILL BEGIN DIRECT AIR SERVICE BETWEEN THE

TWO COUNTRIES THIS YEAR, WAS NOT REPEAT NOT SIGNED.
REASON FOR "POSTPONEMENT" OF SIGNING, ACCORDING TO
ITC OFFICIALS, WAS DESIRE OF COGNIZANT VENEZUELAN
MINISTER, WHO RECENTLY TOOK OVER HIS JOB, TO GO OVER
THE AGREEMENT IN DETAIL, WHICH HE HAD NOT YET HAD AN
OPPRORUTITY TO DO.

3. ITC OFFICIALS ALSO TOLD EMBOFF THAT THERE WAS NO
REPEAT NO DISCUSSION CONCERNING SUPPLY OF OIL TO
CANADA, AS THIS WAS THE PROVINCE OF MINISTER OF ENERGY,
MINES AND RESOURCES MACDONALD (WHO VISITED CARACAS ABOUT
SIX MONTHS AGO).

4. ANOTHER INTERESTING ITEM IMPARTED BY ITC OFFICIALS
WAS THAT VENEZUELAN PRESENTED CANADIANS WITH A DRAFT
TECHNOLOGY TRANSFER AGREEMENT. CANADIANS MET, I.A.,
DR. CASAL, MINISTER OF ECONOMIC DEVELOPMENT, RESPONSIBLE
FOR FOREIGN INVESTMENT.

5. CANADIAN EMBASSY IN CARACAS WAS PRIMARILY RESPONSIBLE
FOR SELECTION AND SCHEDULING OF APPOINTMENTS WITH
VENEZUELAN BUSINESSMEN FOR THEIR COUNTERPARTS AMONG THE
CANADIAN TRADE MISSION. CANADIAN BUSINESSMEN REPORTEDLY
WERE VERY PLEASED WITH QUALITY, IF A BIT OVERWHELMED BY
QUANTITY, OF THESE APPOINTMENTS.
PORTER

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